

ECONIC PARTNERS

CURRICULUM VITAE

John Loren Poulsen

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J. Loren Poulsen is a Partner at Econic Partners. Dr. Poulsen has 10 years of experience applying economic and statistical analyses to merger, antitrust, litigation and regulatory matters. He has extensive experience applying advanced econometric and simulation techniques to issues arising in merger investigations and presenting the results of those analyses to a non-technical audience. His litigation experience includes extensive analytical work on behalf of clients such as Samsung, AT&T, Sprint, Comcast, Peabody Coal, PepsiCo, Nestle, Dentsply and Oracle.

EDUCATION

- Ph.D.; Economics, George Mason University (2003).
Major Fields: Industrial Organization, Public Choice
- B.A.; Economics, University of Dallas (1994).

EMPLOYMENT

Partner, Econic Partners, Washington, D.C.
(February 2025 – Present)

Executive Vice President, Compass Lexecon, Washington, DC
(April 2018 – February 2025)

Senior Vice President, Compass Lexecon, Washington, D.C.
(April 2015 - 2018)

Vice President, Compass Lexecon, Washington, D. C.
(October 2005 - April 2015)

Economist; CapAnalysis, Washington, D.C.
(February 1998 - September 2005).

Economist; Graduate Teaching Assistant, George Mason University
(1997 - 1998).

HIGHLIGHTED CASES

- DRAM Class Certification
- Hydrogen Peroxide Class Certification
- Oracle/PeopleSoft Merger
- Dentsply Antitrust Litigation
- Nestle/Dreyer's Merger
- Pepsi/Quaker Merger
- Heinz/Beechnut Merger
- Graphite Electrodes Cartel

PRESENTATIONS

- Economics of Antitrust course for Howrey attorneys, 2003, 2005
- Professional development seminars for attorneys, economists and analysts (periodically)

RELEVANT EXPERIENCE

I. INTERNATIONAL TRADE

Economic analyses in support of domestic industry in Sugar Sunset Review case before the International Trade Commission.

Economic analysis in support of respondents in anticipated antidumping petitions.

II. MARKET ANALYSIS AND ANTITRUST

Economic analysis in support of antitrust litigation including preparation of expert witness and evidentiary testimony in both private and government claims for class certification (direct and indirect), liability, and damages.

Economic analysis in support of mergers and acquisitions filed under the Hart-Scott-Rodino Act requiring approval from the Department of Justice Antitrust Division and the U.S. Federal Trade Commission.

Economic analysis in support of Joint Purchasing Agreements before the Department of Justice.

Economic analysis and formulation of lost profit and restitution damage for plaintiffs and defendants, including those related to antitrust (monopolization, tying, price-fixing), going-concern value, and breach of contract.

Econometric analysis of the unilateral effects of mergers in liquid refreshment beverages, bread, and baby food and analysis of demand for graphite electrodes.

Markets examined include: DRAM, Rubber Chemicals, wireline and wireless telecommunications, Enterprise Resource Planning Software, carbonated soft drinks, spirits, funeral service industry, bread, food service, shelf-stable juice products, coal mining, wholesale oil and gas suppliers, oil and gas pipelines, oil refining, wholesale gasoline, heavy construction/earthmoving equipment, steel products, ball bearings, ice cream and sugar.

III. ELECTRIC UTILITY DEREGULATION

Development of an integrated database for electrical utility mergers. Designed power pathway methodology to select least cost pathways for power delivery across interfaces of varying capacity for the purposes of calculating the market impact of mergers.

HONORS/PROFESSIONAL AFFILIATIONS

Member, American Economic Association

Member, Omicron Delta Epsilon, Economics Honor Society

PERSONAL INTERESTS

Philosophy (Aristotelian) and Theology, Computers and Computer Programming, Rugby (Outside Center), Photography, and Skiing

REFERENCES

Available upon request